

Liquor Chronicles

Department of Revenue

Liquor Distribution Team

October 2002

Meet the Agents

By Mickey Carlson
Customer Service

Store # 26

Bill Frederick began in 1975 as a clerk at the Havre #26 state liquor store, now known as Liquor Stop Plus, Inc. In 1991, Bill was hired as the manager.

In 1995, the state liquor stores were privatized. On October 27, 1995, Bill's wife Tammy came on board and they became the agents of the Havre store. Bill says, "I might be the boss, but my very professional, efficient, wonderful, dedicated, hardworking, giving, secretary wife is in charge of me!"

Bill and Tammy are joined in the business by one full time employee, Brad Beckman and one part-time employee, Jesse Dibblee. Brad is an avid sportsman and an exceptional worker. Jesse, the Fredericks' nephew, is also a county detention officer and a certified karate instructor.

Liquor Stop Plus has a varied inventory for sale. Items include mixers, some bar supplies, billiard supplies, champagne, wine, pop, flasks, ice, novelty items from time to time, translucent dice, key chains, drink accessories and of course, alcohol.

Bill has seen a lot of changes in the liquor industry during his 21-year tenure. He and Tammy enjoy operating the agency liquor store in Havre. When you are in the area, the Fredericks invite you to stop by their store for a visit.

Meeting at the MTA Convention

The Liquor Distribution Team held a meeting with registered brokers at the Montana Tavern Association trade show on September 10 and covered the following topics:

- Changing the Special Pricing Allowance (SPA) to a \$1.00 minimum savings per bottle
- Procedures for reclassifying Regular Listed, Warehouse Supply and Special Order products
- Update on a new electronic vendor price calculator that will be located on the Montana Department of Revenue, Liquor Distribution Website in the near future
- Suggestions for filling a portion of our newly reconstructed repack section

Members from Pernod Ricard USA, Future Brands and McCormick Distilling Company attended the meeting. The team looks forward to maintaining a positive relationship with the brokers and encourages their participation in helping improve our customer service.

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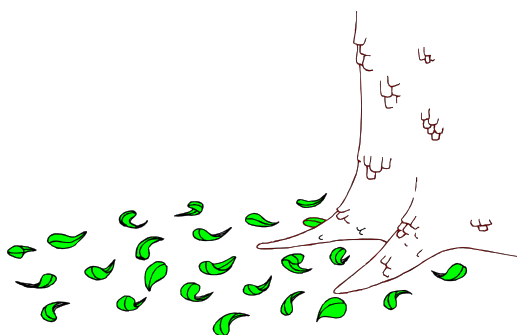
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Christmas Orders

Special order products for the holiday season are arriving daily at the warehouse. We will begin shipping these products on October 21 with your regular orders. Any products not in stock by this date will be shipped as they are received.

If you have any questions or concerns, feel free to call Brett Wiensch or Steve Swanson at (800) 332-6135.



Product Updates

New Products

- E & J Gold Brandy (Traveler)
375-52595-75
12 pack @ \$9.95/bottle
(15 cases purchase only)
- Jim Beam Black
151-19021-05
120 case @ \$1.10/bottle
(10 bottle/sleeve)
- Mojito Club Rum
404-65976-75
12 pack @ \$12.80/bottle
- Phillips Rootbeer Schnapps 100pf
490-84550-75
12 pack @ \$12.75/bottle
- Smirnoff Vodka 100pf
275-39868-17
6 pack @ \$28.50/bottle
- Taaka Vodka
280-41008-17
6 pack @ \$14.90/bottle
- Tarantula Azul (RTD) Margarita
(4 pack carriers with plastic bottles)
449-77479-20
48 case @ \$1.35/bottle

Discontinued

- Jelinek Slivovitz
405-990396-75
- Klipfel Poire WMS Brandy
375-990405-75
- Van Winkle Special Reserve
151-901010-75
- Zubrowka Vodka
280-907579-75

Number & Price Changes

- Absolut Citron
265-34032-17
6 pack @ \$38.20/bottle (10/1/02)
- Absolut Mandrin
265-34118-17
6 pack @ \$38.20/bottle (10/1/02)
- Agwa Herbal Liquor
New # 410-64116-75
- Bartenders Kick Ass Mudslide
398-56961-05
Available January 2003
- Carolans Finest
425-68125-37
12 pack @ \$8.00/bottle
- Corralejo Tequila Anejo
499-89233-75
6 pack @ \$52.15/bottle
- Corralejo Tequila Blanco
498-87385-75
6 pack @ \$34.15/bottle
- Corralejo Tequila Reposado
499-89242-75
6 pack @ \$35.95/bottle
- Hpnotiq Vodka & Cognac Liqueur
New # 499-65195-75
- Hussongs 100% Agave
New # 499-89345-75
6 pack @ \$32.50/bottle
- Ketel One Citroen
265-34449-75
12 pack @ \$19.95
- Maraska Kosher Slivovitz
365-51326-75
6 pack @ \$17.15/bottle